

On

Cue

In MLM

TAKE OWNERSHIP OF PROSPECTING AND INVITING

You are in Neways not when you enroll but when Neways is in you.

- Be accountable – have an accountability partner.
- Become a prospecting machine.
- Ask qualifying questions and sift.
- Know prospects will have objections.
- Objections = questions = answers
- Be aware of fear of rejection.
- Rejections get very strong when you are about to have a break through.
- There is nothing you can say that will sell your business except yourself.(Mindset)
- Commit to 50% prospecting, 50% training
- Invite.
- Role Play.
- Close – Closing is the opening of a long term business relationship.

TAKE OWNERSHIP OF AN A-Z PRESENTATION/OVERVIEW

Step 1

- Welcome the new Prospect.
- Talk about your BRIDGE and your WHY
- Be Direct. Inform prospect –
 - a) Introduction today is the day I am sharing with you a biz vehicle that can secure your future. I'm building a huge team and I believe that you could be a great asset to the team. If don't want to see you a year from now and you blame me for not telling you about it.
 - b) About your intention of closing him to be part of your team as you **believe** in him.
 - c) That the Presentation will take 1hr:- 20 min presentation, 40 min for discussion and closing. Give them a blank paper and a pen that writes so that they can jot down any questions that come to mind during the presentation. Tackle those questions after the presentation.
 - d) Tell prospect that at the end of the presentation you will ask him a critical question.

- Explain the concept of Network Marketing by giving an example of the film industry..
- Go through Flip Chart. Get him in touch with HIS dreams.
- When you mention products give your testimonial of 1 nutritional product plus 1 personal care product and **move on**.
- At the end of the presentation turn towards the prospect, get eye contact and with open arms ask the critical question: “What do you like best about the business”
- Allow time for him to talk and ask questions. Actively listen to what people say and they will recruit themselves in the business.
- Never look **at** a prospect look **in** him.

- Answer any queries.
- Then ask, “Are you now ready to join the team”
- **If he is ready to enroll** sign him up, get the order and:-
 - a. Give him a copy of your WHY card
 - b. Give a copy of It’s your life DVD
 - c. Ask him to prepare a list of his goals and WHY
 - d. A List of what he expects out of the business
 - e. A list of 10 prospects with 3 attributes of each.
 - f. Fix an appointment within 48hrs for Step 2.
 - g. Tell him not to talk to anyone yet about the business.**

- **If he is not ready yet to enroll yet** give him a blank sheet of paper with your name and contact number and writes down, “Questions for _____” Call him within 48hrs and answer his questions over the phone. Invite him to enroll. If he accepts meet up to enroll and place order and follow steps above. **If still not ready to go in for the business** invite him to Product Event and put him on your drip list.

PS: For Step 1 you can invite more than 1 prospect. At the end of the event the up line will need to stay behind to discuss with his leader how much time he is willing to commit for the next 6 months. Discuss with him how much he would like to be earning and guide him towards achieving that target.

Step 2:

For Enrolled people only

- Collect It's your Life DVD.
- Finalize their GOALS, WHY card, AFFIRMATIONS
- Discuss 10 prospects + 3 Attributes and role play conversation until the new recruit is confident enough to do the prospecting himself.
- If he is still uncertain meet up with him again until he masters conversing with prospects.
- Set appointments for his new prospects and repeat Step 1.
- Tools for enrichment, Smart Income, Check out the biz, Health report, Business report.
- Inform new recruit about his training in conducting a:-
 - a. 90 day fast start Event (Getting Started)
 - b. Products Event
 - c. Marketing Plan Event
 - d. Self Development Seminars

- It is highly recommended that for the 1st three months the new recruit liaisons daily with his up line either by calling him every day or by sending him a report through e-mail or sms of his daily actions towards building his business.

TRAINING NEW BUSINESS PARTNERS INTO THE SYSTEM

- Duplicate effectively so each week every team will organize:-
 - a. Role Playing Sessions
 - b. Product Event
 - c. Marketing Plan
 - d. 90 Day Fast Start Event (Getting Started)

- Organize a Dream Building and Self Development session with your team twice a month.
- Explain the cheque building formula and build a strategy so the new Business Partner can generate the money he is envisaging.
- Basic Company Procedures.
- Challenges for the month.

POWERFUL SCRIPTS TO GRAB PEOPLE'S ATTENTION

When addressed by the following questions use these proposed answers.

How are you doing today?

A: Phenomenal, Better than ever, Excellent, My business is exploding.

What are you doing at the moment?

I'm in the process of building a million pound business

How is your life going?

I'm building a team of 5-7 millionaires here in Malta and abroad. I'm involved with a company exploding internationally setting people free financially, are you interested?

Are you a millionaire?

Absolutely – in the process and what are you?

What is it?

It's a financially secure company, with a strong management team, positioned in front of the next billion dollar trend, that's exploding across the UK and Europe. I found it, the key to unlock my financial future. I'm building a success team of local entrepreneurs. Are you interested?

Oh tell me more

Excellent sounds like you're interested, give me your card and we'll get together and I'll show you how it works.

Can't you tell me now?

Great Sounds like You're REALLY interested, let's get together and I'll show you more. I need your undivided attention so when we meet for an hour.

Hi how's it going?

I am building an international business from my home and I'm so excited about it.

QUALIFYING QUESTIONS

Prospecting is the life blood of out business – it develops over time and conversing with people is the Key.

What is it you do?

Are you happy doing what you are doing?

Where are you trying to get to in your venture?

How long do you feel it will take you to get there?

How long have you been in this profession?

It looks as if you are successful in your business/profession I am right now building a business and I am sure that with your expertise you will see the potential of this business.

What do you do in your life that keeps you excited?

How much do you value your time freedom?

You have a great attitude/smile, I'm an international champion recruiter, are you a champion?

Excellent I'm building a million pound business and I'm recruiting champions

I'm creating a team of 7 millionaires here in the Malta, are you interested?

Hi my name ispleased to meet you. I'm creating 5-7 millionaires here in the UK what do you do?

Hi how's it going? I'm building an international business from my home and I'm so excited about it.

DEALING WITH QUERIES AND OBJECTIONS

Why did you tell me about it?

A: Because I believe in you and I see something in you that you might not see but I believe in you.

What do you sell?

A: I sell a dream, a vision; I sell hope, an opportunity, a change in mindset, freedom, a better quality of life.

Few people make it in this business!!

A: Correct but I will teach you and mentor you to reach the success I have achieved.

This is all bla bla!!

A: Maybe! If you have a better option for me I will join your vision. Do you believe in what I say? I believe in you.

I do not have time?

A: Why? How long will you allow this to happen in your life? How does it feel if you know that you have the vehicle to become financially free and own your future, and you are giving up on it? Ok!! Write down this equation MY TIME & YOUR CONTACTS = MONEY FOR YOU so Take advantage of leveraging my time for your business.

This is a scam

A: Tell me exactly what you heard..... Ours is different. Are people in scams financially free? NO! We are. That's what happens if you join my team .We teach and support you to become financially independent. I have the key to get you on the right path. Are you in the right path in life in achieving what u want?

I care more about your future than yourself.

I don't want to be involved in MLM. It does not work!

A: Why not? It is the fastest growing industry in the world. This is Neways a company that is producing Millionaires all over the world. It is creating Millionaires more than any other industry or Market. I believe there is a champion in you. May be you did not find the right financial vehicle yet.

Why are you so keen about this business?

I believe it would change my life.

Who do you think you are?

I am a decision making, action taking and prospecting, plan- showing, mind blowing, eye opening champion, who do you think you are?

I have discusses it further.

A: Help me to understand. What is it you want to discuss more? I am here to assist you obtain all the information you need.

I'm not quite sure?

A: Please explain your concern so I can supply you with the answers you need/deserve to make your decision to join the business.

I need time to decide we'll talk next week!

A: Let's be direct and honest what's going to be so different from now till next week to make you decide?

I feel you are pushing me!

A: Right, you are correct I'm pushing you because I believe in you and I see in you what you currently cannot see in your self.

I'm still not sure.

A: Right, so take this paper with my telephone number and mob number, jot down the queries you have and I'll call you in the next 48hrs and I will answer all your questions.

You have to buy each month!

A: Change your mindset and understand that every time you consume these products you are 1 step closer to financial freedom. Your expense will in fact become your investment.

Oh no is this Neways?

A: Absolutely, are you involved in it? In whose line are you in? How long have you been in it?

No. I'm not in Neways I do not want to hear about it.

A: Why? What makes you say that? What have you been told about Neways/Network Marketing?

I have heard all about it!

A: Great, are you involved? Which companies are you in that will absolutely predict your future?

I don't believe this can work!

A: I understand your negativity but show me a better way and I'll go for it.

I was in Neways and I left.

A: Why did you leave MLM? Have you reached financial independence already or are you still broke?

I disagree!

A: Great in the word disagreement there is agreement. What do you disagree about?

I don't like challenges/changes?

A: In the word Challenges there is the word Change and inside Change there is Hang and if you don't change you will hang in what u do.

I don't like money?

A: Ah Great. Our focus is on self development and giving service/support to others. People who just focus on making money get broke. We teach the power of self development and investment.

I'll give it a shot!

A: Don't give MLM a shot otherwise you're dead. Say I'll do it.

Will you guarantee success!

A: Absolutely, I can guarantee success cause if not I'll be a failure like anyone else.

I don't like taking decisions!

A: But you like to dream don't you! In life you either make a decision or you make an excuse.

You don't understand!

A: I understand. The enemy is demolishing you. Let's get over that.

You don't know what I've been through!

A: Do you want to stay where you are or do you want to stay where you are?

Why do I have to make a decision now?

A: Because champions make decisions and decisions make champions.

How do you make money?

A: Depends on how much money you would like to earn. How much money do you need to go part time/full time? Are you willing to put in 7 to 10 hrs a week?

How much money are you making?

A: Sounds like you're interested seeing you want to know how much income I'm earning. What income did you start off with in your job? How long have you been working? How many times did your income double in the past 6 months, 5 years, 10 years? Mine doubles every 2/3 months.

This is a pyramid scheme?

A: What do you exactly mean by a pyramid. (Allow him time to answer than say, 'This sounds exactly like the job you're in! Ours is different)

There's a lot of competition!

A; what's the problem? It's a healthy competition. Competition creates champions.

This won't happen. I know many people who have spent lots of money on it and never earned a cheque!

A: Why? How could this be? What did not work for them? How many people did they duplicate in there team?

I'm unlucky!

A: This has nothing to do with luck. Do you think winning the lottery is luck? People who win the lottery are broke and worse than ever. You can't give money to a broke person he'll remain broke.

I'm afraid!

A: what are you afraid of? This is why I promise my support to teach you and train you to achieve success.

They're taking you for a ride!

A: Stop. You're stealing the dream of my life. I believe in my dream and I will not allow you to steal my dream and that of my family. I understand this is not for you. No problem, maybe it's not the right time. What are you doing besides wasting your dream?

Who do you think you are?

A: Since you ask I am an action taking, fear demolishing, record breaking, mind blowing millionaire in the process. Who do you think you are? What have you been doing besides wasting your dream?

It's a cult!

A: Yes it's a culture.

What is it?

It's a financially secure company with an experienced and diverse management team positioned in front of the next billion dollar trend. I'm associated with a team of local entrepreneurs and business people. I found it – it's the Key to Unlock My Dreams. All I have to say is you are going to love it!

I'd rather do something else!

A: Great which companies are you in that will absolutely predict your future.

If someone keeps asking details you'll say "assuming I can answer your question/concern/objection are you ready to team up today to launch your career?"

I'd like to try the product

A: Excellent most people get started by trying the products would you like to start with that. Let me explain the procedure. (Explain enrolling through Business in a Box)

I don't see myself as a business person

A: I believe you are because you have a dream grab hold of that piece of paper and sign your dream into existence. Feel that piece of paper you have your future in your hands. You have the choice of going for it or tearing it up. Which do you choose?

I feel like you are pushing me.

A: You might feel like I'm pushing, well yes that's because I needed to be pushed.

I need more time

A: Here's what I'm going to do, take this paper and write on it questions for (your name e.g. Bob) I don't want you to talk to anyone yet. The person you approach could be the no 1 person in your team and you don't have enough info at the moment to answer that question.

I don't like sales

A: Excellent then this business would be perfect for you. It's not sales its relationship building. I'd like to invite you tonight to join our team.

I don't have the time

A: That's why I invited you here. I know you're working hard. You do agree with me that this business sounds excellent. Get them to grab a pen and write: My Time + Your Contacts = £ 4 you. How does that sound? Did anyone cross your mind that would be great at this? (Get them to write down names) You took the time to look at this presentation didn't you, that's all the time it takes I believe enough in you that I'm going to invest my time in you, I believe that you're a champion do you?

You're just trying to make money from me

A: Excellent it sounds like I stirred up a question in you. Explain yourself.

Yes but I have to recruit and recruit and recruit

A: Yes its based on recruiting, in fact its selective recruiting you decide who joins your business.

I don't know anyone I don't have any friends

A: Did you ever have a dream? (Move them back in time to when they had a dream; go back in time so that you can connect with them.)

I don't have any money!

A: Why don't you have any money? Why why why? (In this way they answer there own objection.) How much longer are you going to allow that to continue?

Let's put the money aside for a moment,

Have you decided that this is the financial vehicle for you to achieve your dreams?

What part do you like best?

Who do you know that believes enough in you that would assist you to get started?

Who are some of the people you believe would be good at this business?

List the names that came to mind during my presentation.

(Tell the story of someone else who didn't have any money.)

Or can you carve out £10 or £20 a week that you can put towards getting started?

I want to try the product first before I do the business

A: Once you get started with the products i feel you have to know about the phenomenal business vehicle that is combined with this company. That's why I'm encouraging you to listen in to a presentation..

I've heard of MLM.

A: So you've heard of MLM, Which company, when and why did you stop?

I don't like MLM, i have been involved

A: What is it about MLM that you don't like? (Try and find out if they have a dream)
The difference between another MLM company and this one is ME. I am the leader of my team and I'm going to show you how to build this business successfully.

I'm still very skeptical; I still don't believe this can work, for me it's a scam.

A: Based on your negativity I honestly believe and agree with you that this business is not for you. Thank you for being here.

Sounds good but.....

A: Sounds as if you're concerned about some issues. Please explain more of your concern so that I can supply you with the answer that you need/desire to make your decision about the business? (An objection is usually a question so they end up answering their own question which puts you in a positive position.)

I'm not excited about the products

A: Let me share with you the McDonalds concept. People spend half a million on a franchise and go all the stress of not making any money for 3-5 years because they love burgers? No, because of the proven system, They are guaranteed success. So does this look like a financial vehicle that you believe can help you achieve your dreams?

Show true determination only if the prospects are positive.

First Steps to Personal Training

5 Major Steps

1. QUALIFYING QUESTIONS

- Study qualifying scripts well together with queries and objections.
- Role Play (refer to pg) with your up line until you achieve the correct attitude approach and confidence required to call the prospect yourself. Take notes and record the sessions to go through at home.
- Practice at home in front of a mirror and record your pre approach to assess yourself.
- When you prospect make sure you are in a good mood. Sound enthusiastic assertive and direct.
- Be professional not apologetic – you are offering an incredible opportunity.
- The timing of the pre approach is very important.
- The outcome has to be very clear – to get enough information from your prospect to understand if he qualifies for your business. If he does qualify commit him to an A-Z Presentation and exchange business cards. **Do not leave without getting his contact number of e-mail.**
- Remember to keep it short simple and to the point.

2. A-Z PRESENTATION

- Go through the structure of Step 1 of the A-Z Presentation on page.
- Train with your up line by watching him give the presentation to new prospects. Take notes and record the sessions to go through at home.
- Present the A-Z presentation to your up line as if he were a new prospect.
- Present A-Z Presentation to your new prospect in the presence of your up line until you feel confident enough to present it on your own. Repeat this procedure for duplication.

3. PRODUCTS EVENT

- Refer to the products event notes on page . Study the session well attend similar events take notes and record it.
- Present it to small groups with the assistance of your up line by talking about different products in each session.

- Develop your research and presentation skills gradually.
- Include other upcoming new members in your presentation in order to promote duplication.

4. MARKETING PLAN

- Listen to a Marketing Plan presentation, take notes record it and study it well. Refer to pg . Attend similar events.
- Clear out any queries with your up line.
- Present it to your up line till you feel confident enough to present it to smaller groups with the assistance of your up line. This will develop your presentation skills gradually.
- Include other upcoming new members in your presentation in order to promote duplication.

5. GETTING STARTED

- Build your Goals, Dream and WHY with your up line in Step 2 on pg .
- Refine and finalize your affirmation list and your WHY card. Remember you need to give a copy of your WHY card when your new recruit enrolls.
- Your WHY card is the motivation for your business.
- You need to refer regularly to your Getting Started Manual. It is important to go through the 2nd part of the Getting Started document and discuss it with your up line.
- Duplicate this with your new team members.

Role Play

Examples of a Role Playing session; Do a simple warming up exercise like moving around, stopping when you clap, moving side ways, backwards, going fast without bumping into another person and moving in slow motion. Ask the team to couple up into A and B.

Situation 1

A is given a task to prospect B who is quite willing and open to listen in. Reverse action and repeat. Change partners and repeat yet again. Discuss outcome and comment.

Situation 2

Ask team to couple up differently into A and B. B is handed 1 of the objections (below) on a piece of paper. A has the task to prospect B. Without informing A, B is instructed to be very difficult and reluctant to listen. A is instructed to close this session by achieving an appointment. Reverse exercise. Change partners and repeat yet again. Discuss outcome.

- a. Is this Newways? No thanks.
- b. What is this?
- c. I'm too busy for this.
- d. It's a pyramid scheme.
- e. I don't like sales.
- f. I'm good at sales.
- g. I'm too young/old.
- h. I don't have money.
- i. I'm not a lucky person.
- j. You have to spend a Lm100 per month.
- k. I'm not a leader.
- l. I don't like getting people at home.
- m. This business doesn't work I know many people who stopped.

STRUCTURE OF PRODUCTS EVENT

1. History of the Company

2. World health statistics

3. Healthy bodies

4. Harmful Chemicals in Personal Care Products

Lack of Nutritional Supplements - well fed but nutritionally starved people.

5. Testimonials

6. Never claim Medical Advice

7. Tools

1. History of Neways

- Neways is almost 20years old. It is led by Biochemists. It is now owned by Golden Gate which has 300 billion \$ in assets
- Biochemistry is 20 years ahead of science
- In Neways we get the best of Science & Nature
- Neways Mission is” to enhance the health, wealth, and well-being of people around the world”

2. No 1 Priority of Human Beings is Health

- PREVENTATIVE MEDICINE IS BETTER THAN CURE.....

IN JAPAN AND CHINA	90% PREVENTION 10% MEDICINE
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IN THE WEST	10% PREVENTION 90% MEDICINE
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2. Healthy Bodies

We are responsible for our health. Good digestion results in healthy generation of cells, hence organs. This comes about through removal of toxins from the body which leads to good digestion.

We need to be aware of what effects are being left in the body as a result of the

- a) personal care products and
- b) lack of nutrition

4. Harmful Chemicals in Personal Care Products

Lack of Nutritional Supplements

All diseases are related to:

Chemicals and toxins found in Personal Care Products:

Harmful chemicals – SLS, Propylene Glycol and other carcinogenic chemicals which stay in the body: SLS takes 5 days to get out of the system and we consume it everyday through personal care products. (refer to notes on Chemical Report about the 3 mentioned chemicals, their actual use and effect in consumable products).

Alzheimer's disease is related to Aluminum which deposits itself in the brain.

Demonstrate some products and talk about them: e.g. Personal care products like Refresh, Close Shave, Subdue, Dental Care Products like Ultra shine Radiance and Eliminator, Household Products like All Purpose Cleaner, Dish Liquid (only hand and dish soap in the market) and Laundry Products.

a) Lack of Nutrition

We have often heard about soil depletion and the poor nutritional value that our food has today but many of us are not very much aware that the nutritional value of our food is so lacking.

According to researchers, the human body requires at least 60 minerals for optimal health, but only **8 minerals are available in any kind of quantity in most of the food we eat today.**

Some years back, farmers used to practice crop rotation, where different vegetables were grown every year, in order to help the soil re mineralize. Others used to leave the field to rest for a whole year. These methods guaranteed that all the food was full of the necessary nutrients for the benefit of all the livestock and men. Now this is no longer practiced as farmers are growing the same product year in year out for the sake of mass production.

Why don't farmers add minerals to their soil? Because it's too expensive and till now people aren't well informed about mineral deficiency in their food. Therefore until scientists and others (YOU and ME) manage to inform the public of these deficiencies, the current situation will remain the same because it's cheaper to produce!!

Apart from causing mineral depletion, fertilizers also weaken the crops which in turn become more susceptible to pests. This in turn forces farmers to use pesticides or more appropriate, toxic chemicals, to kill the insects. This is a vicious circle. Moreover the farmers are encouraged to spray their vegetables with wax to provide a nicer look and increase sales! When one consumes mass produced (non organic) food one is definitely at risk of eating more toxic chemicals, not to mention genetically engineered food that looks fresh for suspiciously long time, but has questionable effects on our physiology.

Some food for thought:

- “The use of pesticides is more dangerous than atomic fallout” – Dr Jerome Weisner, Science Councilor to J.F.Kennedy
- “The damage resulting from nuclear radiation is the same as the damage resulting from the use of toxic genetic chemicals.” – Dr Amerge Mosca, Italian Scientist, winner of the Science Prize, Brussels 1958.

- “You can trace every sickness, every disease and every ailment to a mineral deficiency” – Dr. Linus Pauling, twice Nobel Prize winner.
- “In the absence of minerals, vitamins have no function. Lacking vitamins, the system can make use of the minerals, but lacking minerals, vitamins are useless.” – Dr. Charles Northern M.D. researcher.

Talk about Nutritional Products e.g.: Maximol, Noni, Revenol, Ming Gold, etc.

Further information can be found in the Alive Issues and PrimeTime Magazine.

Website info re products / testimonials:

www.cancerreport.com
www.preventcancer.com
www.nottoopretty.org
www.realmto.be
www.time2care.com
www.noni.com
www.monaharrison.com
www.newinfo.co.uk
www.anewlife.co.uk

5. Testimonials

People present share experiences.

6. NEVER CLAIM MEDICAL ADVICE

7. Tools:

- Products Catalogue + Leaflets
- Chemical Report
- House of Horrors CD
- It's your life DVD

Collect within the week

In every Products Event, cover 3 or 4 areas of Neways Products
 e.g.: Personal Care, Household, Nutritional, and Chinese Formulations/
 Personal Care, Household, Nutritional, and Weight Management

Refer to all Product Leaflets.

Neways Marketing Plan

- **Tools:**

The Marketing plan booklet.
The Car of your Dreams Leaflet.

- **Start by reading and explaining the definitions found in the first pages of The Marketing Plan booklet.**

- **Proceed by introducing the plan itself starting with the:**

Multiplex Development and Leadership Bonuses

MULTIPLEX DEVELOPMENT AND LEADERSHIP BONUSES											
Personal Volume.....	40PV	75PV	75PV with four or more qualified legs ^A			75PV with seven or more qualified legs ^A			75PV with twelve or more qualified legs ^A		
Level 1	7%	10%	5%	2%	=7%	5%	4%	=9%	5%	6%	=11%
Level 2	7%	10%	10%	2%	=12%	5%	4%	=9%	5%	6%	=11%
Level 3	7%	10%	10%	2%	=12%	10%	4%	=14%	10%	6%	=16%
Level 4	7%	10%	10%	2%	=12%	10%	4%	=14%	10%	6%	=16%
Level 5	7%	10%	10%	2%	=12%	10%	4%	=14%	10%	6%	=16%
Level 6	5%		5%	2%	=7%	10%	4%	=14%	5%	6%	=11%
Level 7				2%			4%		5%	6%	=11%

2%

Attnity Bonus

4%

Attnity Bonus

6%

Attnity Bonus

^A A qualified leg is a downline leg that includes at least one distributor who has met the monthly 475 PV requirement.

The table above shows how a person can start to earn commissions from day one, without the need for any rank advancements.

When you spend 40PV in a volume month, you are entitled to receive a 7% bonus on the first 75PV in the MPX of each downline distributor to level five, and a 5% bonus on the distributors at level six in each leg (refer to column one).

When you achieve a personal volume of 75PV or more, then you will receive the full MPX bonus of 10% down to level five in each leg (refer to column two). Being realistic, not everyone is going to spend over 40PV every month, and with this in mind, Neways have compensated for this, by allowing the marketing plan to compress, so that the distributor does not lose out on commissions payable

Affinity Group Development and Leadership Bonuses

The table below will show how you are paid the bonus on the volumes above the first 75PV, and how they are affected by the rank you hold.

AFFINITY GROUP DEVELOPMENT BONUS				
EXECUTIVE 4500 cumulative PGV with 800 PGV in qualifying month or 3000 PGV in any one or two consecutive months				20%
MANAGER 2000 cumulative PGV		15%		5%
SUPERVISOR 750 cumulative PGV		10%	5%	10%
CONSULTANT Starting Rank	0%	10%	15%	20%

Affinity Group Development

CONSULTANT:

This is the rank at which you enter the business. You are not entitled to a bonus from AFF (affinity) side of the plan, but you are able to generate a cheque from the MPX plan as shown further down.

SUPERVISOR:

To achieve this rank, you must build an Cumulative Group Volume (CGV) of 750PV and place a personal order of at least 75PV once the CGV is achieved. This will entitle you to 10% commission on any Downline Consultant AFF volume. A distributor who qualifies at the same rank as you, or higher, will block the AFF volume bonuses.

MANAGER:

To achieve this rank, you need to build your CGV up to 2000PV and place a personal order of 75PV once this is achieved. You will then be entitled to receive 15% commission on your personal AFF volume. As in the case above, where a distributor qualifies at the same rank as you or higher, he/she will block your AFF bonus. A distributor qualifying higher than Consultant, but lower in rank to you, will partially block the AFF bonus.

EXECUTIVE:

To achieve this rank there are two standard routes you can take.

1. To achieve a CGV of 3000PV in any one or two consecutive months, with a personal volume order of at least 75PV.
2. To achieve a CGV of 4500 over any period of time. Then in any particular month, achieve 800GV of which 350 must be made up from AFF volume and a personal order of at least 75PV.

This will entitle you to a 20% commission on your personal AFF volume with the rules of blocking, or partially blocking applying as explained above.

BUSINESS IN A BOX – PACKAGE

The Business In A Box is a brand new business development tool consisting of the Newways Starter Business Kit, Convert Your Home Pack and a selection of our best-selling nutritional and personal care products.

The Business in a Box costs £200 (€298.63) including VAT, (£170.21/€246.80 excluding VAT). PV150. Post and packing is free.

How to use the Business in a Box to GET TO EXECUTIVE - FAST!

The first seven days are critical for a new Distributor.

It is the period when they develop their list of Prospects and contact them using the Newways Business System and sharing the It's Your Life DVD.

Now by introducing just four other Distributors who join with the Business in a Box, a new Distributor can be promoted to Executive at the start of the following month.

Here's how it works:

1. Distributor (Peter) joins with the Business in a Box.
2. Peter signs up four other Distributors (Fred, Mary, Bob and Jane) within a single month and no later than the end of the second month after they joined. For example, Peter joins on 4th of August, and has a choice:

OPTION 1: Fred, Mary, Bob and Jane buy their packs within the month of August and Peter achieves Executive mid-Sept (following August Bonus run)

OR

OPTION 2: Peter uses August to develop his list and then sponsors the four people during September. Peter achieves Executive in mid-October (following September Bonus run).

The choice of which option to go with will probably be dictated by the date on which Peter joins i.e., if it's close to the end of the month, it's more likely that Option 2 would be the better choice.

3. Business in a Box packs can be ordered directly from Newways International (UK) Ltd using item code 0075GB. There is no need for Distributors to hold them in stock.

4. Executive status is only achieved if four packs are bought by personally sponsored Distributors in a single calendar month. Application Forms and orders for each of the four new Distributors must be received by Newways International (UK) Ltd. within the same calendar month.

Effectively, Peter can become an Executive by only purchasing one Business in a Box and introducing four other first level Distributors who purchase one Business in a Box each.

Call 1021 0044 1480 862 700 (option 3) to register your interest with the Bonus Team, who will provide support and guidance.

The table above shows how a person earns commission even when people in their own business have reached the rank of Executive (executive leadership bonuses).

As previously mentioned to qualify as an executive, you require 800PGV in the qualifying month, with 350 being AFF volume. However, as you can see, this does alter as you progress up the ranks (e.g Ambassador only requires 400PGV).

When achieving the rank of Executive, you will then be able to access the 5% commission on any Executive businesses within your Downline. This can also increase with an override percentage as you move up the ranks (e.g. Senior Executive is 5% + 3% Affinity Bonus = 8% in total).

As before, to be realistic, not everyone will always qualify as an executive every month, and with this in mind, Neways have also compensated for this, by allowing the marketing plan to compress (leapfrog down to the levels where an executive is qualifying), so that the distributor does not lose out on commissions payable, but still allowing you to access the Executive Leadership Bonuses even on the non-qualified executive.

Car Bonus Program

Under this section of the marketing plan, you also have the opportunity of becoming "Car Qualified", so that you can drive the car of your choice, but have Neways pay the bill.

In order to become car qualified, you must attain the rank of Senior Executive and maintain that rank for a continuous three months, and be earning a minimum commission cheque of £1000.00 (or Euro equivalent). This will then entitle you to choose a car that you want, and Neways will pay you an additional 10% of your commission cheque, or a minimum of £150 per month up to a maximum of £750 per month, for 36 consecutive months.

At the end of the 36 months, or any time during, you can change your car, or (of course) get a new one and have another 36 consecutive car bonus payments on this exceptional car bonus program.

As you can no doubt realise, this IS the hottest marketing plan in the industry today.. aimed at rewarding it's distributors for their efforts